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NEWS RELEASE

Wisconsin District Press Office

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Altra Federal Credit Union is Wisconsin's Newest SBA Preferred Lender

LaCrosse: On December 14, 2010, Wisconsin SBA District Director Eric Ness presented Altra Federal Credit Union President/COO, Jack Peplinski, VP of Business Lending Mike Nickel, Business Development Officer Jason Grossklaus, Business Development Officer Walter Smanski, Business Loan Officer Robert Johnson and Business Loan Officer Scott Nandory with a plaque in recognition of Altra Federal Credit Union attaining Preferred Lender status with the Small Business Administration. Also present at the ceremony was SBA Business Development Specialist Becky Freund.

The Preferred Lenders Program (PLP) is another step in SBA's process of "streamlining" the procedures necessary to provide financial assistance to the small business community. Under PLP, SBA delegates loan approval, closing, and most servicing and liquidation authority and responsibility to these carefully selected lenders. They are also required to have the ability to develop and analyze complete loan packages and a satisfactory performance history with SBA. Altra Federal Credit Union is one of these selected lenders.

"We at Altra have enjoyed working with the SBA in building our small business portfolio over the past 5 years. The program has allowed us to serve many small business members that may have not been able to get funding under conventional terms. The expanded authority of the PLP program will allow us to better serve our members and the communities in which we are located. We look forward to continued participation in the SBA programs as we look to the future," said Nickel.

Altra Federal Credit Union was State chartered in 1931 as Trane Employees Credit Union that was sponsored by 33 Trane employees. Assets in 1931 totaled $179,000. In November 2010, Altra's assets total $782 million with 66,000 members and serves members in all 50 states and around the globe.

Altra's mission statement is 'to meet our members' financial needs through diversified, competitively priced, economically sound services provided in a friendly, helpful manner. Altra is a financial cooperative and each member owns one 'share' of the Credit Union. Altra and its team of business professionals are committed to supporting economic growth and prosperity of the communities they serve by providing a full array of business financial services including various types of loans.

These types of loans include SBA and other government loan programs. Their commercial loans meet both short and long term capital needs. You can expect prompt professional service with a personal touch from the business lending team at Altra.

"We are pleased to congratulate Altra Federal Credit Union for attaining Preferred Lender status," said SBA Wisconsin District Director Eric Ness. "PLP status will enable Altra to provide a quicker turnaround time to responding to requests to small business entrepreneurs seeking SBA guaranteed financing."

Additional information about SBA's programs and services is available at SBA's Web site: www.sba.gov and Wisconsin's SBA Website: www.sba.gov/wi

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